

Message

From: CAREY, BOYD J [AG/1000] [/o=ExchangeLabs/ou=Exchange Administrative Group (FYDIBOHF23SPDLT)/cn=Recipients/cn=382efa45820942cfb1b66be378b617dc-BJCARE]
on behalf of CAREY, BOYD J [AG/1000] [/o=exchangelabs/ou=exchange administrative group (fydibohf23spdlit)/cn=recipients/cn=382efa45820942cfb1b66be378b617dc-bjcare]
Sent: 8/11/2017 9:14:35 AM
To: CARLSON, TOM R [AG/1000] [tom.r.carlson@monsanto.com]
Subject: RE: Xtend Inquiry Support - Grower List

Tom

No follow up necessary. Lets confirm with Dennis Rasmusson that it was in fact one of our FES who visited him

From: CARLSON, TOM R [AG/1000]
Sent: Thursday, August 10, 2017 5:12 PM
To: KNAAK-GUYER, MELANIE [AG/1000] <melanie.knaak-guyer@monsanto.com>
Cc: CAREY, BOYD J [AG/1000] <boyd.j.carey@monsanto.com>
Subject: Re: Xtend Inquiry Support - Grower List

I called to arrange a meeting with John Dallenbeck; the contact number was for Kurt. He stated that Lance Adams (something like that) from Texas met yesterday and took down all the information. I left it there.

Any follow up necessary?

Tom

Sent from my iPad

On Aug 10, 2017, at 8:45 AM, KNAAK-GUYER, MELANIE [AG/1000] <melanie.knaak-guyer@monsanto.com> wrote:

Thanks!

Melanie Knaak-Guyer
Technical Agronomist
Gold Country Seed

507-206-9827 (cell)

507-642-8825 (fax)

From: CARLSON, TOM R [AG/1000]
Sent: Wednesday, August 09, 2017 6:12 PM
To: KNAAK-GUYER, MELANIE [AG/1000] <melanie.knaak-guyer@monsanto.com>
Cc: CAREY, BOYD J [AG/1000] <boyd.j.carey@monsanto.com>
Subject: Re: Xtend Inquiry Support - Grower List

Sure

Sent from my iPhone

BADER FARMS ET AL. V. MONSANTO ET AL.

EXHIBIT
PLTF-178

Highly Confidential

MON0066923

Pltfs-0178.0001

On Aug 9, 2017, at 2:49 PM, KNAAK-GUYER, MELANIE [AG/1000] <melanie.knaak-guyer@monsanto.com> wrote:

Tom and Boyd,
I have not visited Dan yet. John Dallenbach is also on our list. He is a Gold Country sub dealer. I will probably not get to him this week and next week I plan on taking vacation. My first availability to see him would be August 24th. If you are able to see him Tom, great, if not, I can visit him later this month. Please let me know if it works for you to see him.

Thanks!

Melanie Knaak-Guyer
Technical Agronomist
Gold Country Seed

507-206-9827 (cell)
507-642-8825 (fax)

From: CAREY, BOYD J [AG/1000]
Sent: Wednesday, August 09, 2017 10:39 AM
To: CARLSON, TOM R [AG/1000] <tom.r.carlson@monsanto.com>
Cc: KNAAK-GUYER, MELANIE [AG/1000] <melanie.knaak-guyer@monsanto.com>
Subject: FW: Xtend Inquiry Support - Grower List
Importance: High

Tom

Per our discussion, see the file at the link below. Dan Pirsig does appear on the list. He called 1.844.RRXTEND on 8/1/17. You should take a look at the associated information for him on the sheet.

For some reason, we had that county linked to Melanie. I'm copying Melanie here to be sure she has not already followed up with Dan Pirsig.

Tanks
boyd

From: CAREY, BOYD J [AG/1000]
Sent: Friday, July 28, 2017 2:02 PM
To: MELANIE KNAAK-GUYER [AG/1000] (melanie.knaak-guyer@monsanto.com) <melanie.knaak-guyer@monsanto.com>; WILTS, HARMON [AG/1000] <harmon.wilts@monsanto.com>; BERG, JESSE L [AG/1000] <jesse.l.berg@monsanto.com>; REGAN, STEVEN M [AG/1000] <steven.m.regan@monsanto.com>; EVANS, MARK [AG/1000] <mark.evans@monsanto.com>; KOEHLER, DANIEL D [AG/1000] <daniel.d.koehler@monsanto.com>; CARLSON, AUSTIN [AG/1000] <austin.carlson@monsanto.com>
Cc: LEO CAMELO [TCC/1000] (leo.camelo@monsanto.com)

<leo.camelo@monsanto.com>; JEFFREY E HERRMANN [AG/1000]
(jeffrey.e.herrmann@monsanto.com) <jeffrey.e.herrmann@monsanto.com>; DENNIS D
RASMUSSEN [AG-Contractor/1000] (dennis.d.rasmusson@monsanto.com)
<dennis.d.rasmusson@monsanto.com>; GRAF, MATT [AG/1000]
<matt.graf@monsanto.com>; DANIEL E KURDYS [AG/1000]
(daniel.e.kurdys@monsanto.com) <daniel.e.kurdys@monsanto.com>; Davis, Brian
<brian.davis@goldcountryseed.com>; JENNIFER L RALSTON [AG/1000]
(jennifer.l.raiston@monsanto.com) <jennifer.l.raiston@monsanto.com>

Subject: Xtend Inquiry Support - Grower List

Importance: High

MN Agronomy Team

Please review the following direction regarding Xtend inquiry investigations as follow up to our conference calls earlier this week. I will schedule a call on Monday for us to review and better distribute assignments across the team. In the meantime you can proceed with contacting Priority 1 growers. If at any step you have any questions or concerns, call me to discuss first.

Xtend Inquiry - MINNESOTA 72817

This above file contains growers who called 1.844.RRXTEND with concern that their crop may have been impacted by someone else's application of dicamba (driftees).

All growers on this list indicated that they are Monsanto customers. We have been able to confirm a portion of the these with GPOS seed data by primary Monsanto seed brand (Priority 1 = 52). There is a portion we do not have GPOS data to confirm yet (Priority 2 = 26). Please review this list of unknowns with your DSMs to help identify whether they are customers we should target for follow-up or not. We ask that you not distribute this file as is, so please cut these 26 lines out if you need to send them via email to your DSMs for review.

This file will be updated with additional driftee and applicator inquiries until the season is complete. Please document your progress directly to this Sharepoint file as well. This will be our central assignment and tracking document for MN. At this point, you can start contacting assigned Priority 1 growers. We will hold a call on Monday to evaluate a better distribution of the workload across the team.

Materials reviewed on the conference calls:

- XTEND Inquiry Guidance - DO NOT DISTRIBUTE OR REPRODUCE - FINAL 072517
- NOI OTM driftee questions
- NOI OTM applicator questions

Please remember to follow the guideline document reviewed during our preparation calls:

Stick to these talking points/themes:

1. We value your business and are here to assess your situation.
2. We are here to collect information and make observations.

3. The outcome of our collectively findings will be used to evaluate our recommendations.

The key don't's are:

1. Do not visit a driftee* inquiry if the farmer is not a customer (Seed, Trait or Chem). Note "driftee" is meant as an internal term only.
2. Do not speculate or share conclusions. **You are there to collect information and document facts only.**
3. Do not go into a field without the farmers consent.
4. Do not get into disputes between farmers.
5. Do not dismiss customers issues or concerns.

Thanks
boyd